

BUSINESS  
GREENLAND  
CONFERENCE  
2012

The City of Aalborg  
March the 27<sup>th</sup>-28<sup>th</sup>

# Engaging the Natural Resources of Greenland

- from vision to reality

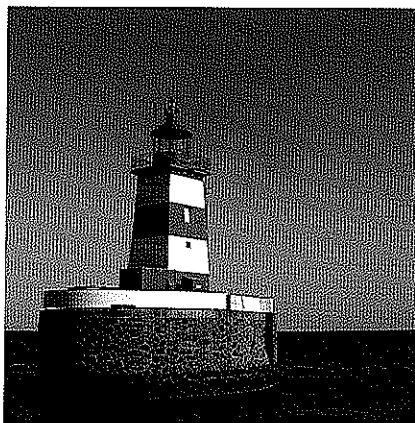
ARCTIC BUSINESS  
NETWORK  
The first choice in Arctic business

Success in the field is reserved for professionals.  
Arctic Business Network invites you to join this  
conference to learn from some of the best in this field.

Goods destined for Greenland are being loaded in Port of Aalborg, Greenland base port. Land based facilities such as ware houses, cold stores and a cluster of companies specializing in Arctic logistics provide a solid base for cost efficient and reliable supply.



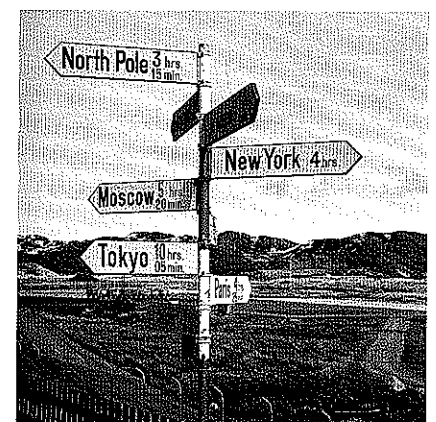
“ Commercial opportunities in the Arctic are enormous, not least for the Greenland, Faroese and Danish industries, which to a great extent already possess the skills that will be far more in demand with the development of the Arctic region... ”



These are the words of the Governments of Greenland, Denmark and the Faroe Islands in the Kingdom of Denmark Strategy for the Arctic 2011– 2020. Driving factors for the emergence of these possibilities are e.g. climate changes opening new waters, new technology in the exploitation of natural resources and not least the ever increasing demands for raw materials steadily driving the prices up.

How can companies come to grips with the promises? What are the demands on subcontractors? How can logistics under extreme conditions be handled? How can large companies most efficiently utilize local resources?

These subjects are centre of attention at the Arctic Business Network conference in Aalborg on March 27<sup>th</sup> and 28<sup>th</sup> 2012 and will be covered by an array of specialists offering both insights and the possibility for interaction.



# Programme

27<sup>th</sup> March

Plenum session

8:30 - 9:30

Registration and coffee in the company exhibition

9:30 - 12:00

Welcome

Greenland and business partners: Visions for mutual development

The strategy of the Kingdom of Denmark for Arctic 2011-2020

Framework conditions for exploration and extraction of oil and minerals in Greenland

Logistics in the Arctic: Current best practices and challenges ahead

Supplying and sustaining remote workplaces in challenging conditions

12:00 - 13:00

Lunch is served in the company exhibition

13:00 - 15:00

Oil and minerals in Greenland: Overview of potentials

Preparing large investments

Containing cost in large scale Arctic operations

Learning from similarities and differences in world-wide mining operations

Experiences from cooperation with local business partners

15:00 - 15:30

Coffee is served in the company exhibition

DONG in Greenland: Status, potentials and business opportunities

Operations in the Arctic from a risk perspective, implications for companies

Logistics: Critical success factors and implications for companies

The Greenland-Aalborg axis, resources and development trends

17:00

Conclusion of Day 1

19:00 - 23:00

Gala Dinner at Restaurant Fusion, Aalborg Harbour Front



The following speakers will be attending the conference, with more to follow



Lise-Lotte Terp,  
Chairman,  
Arctic Business  
Network



Alderman Thomas  
Kastrop-Larsen,  
Municipality of  
Aalborg



Henrik Madsen,  
CEO Norske Veritas



Lone Himmelstrup,  
Exploration  
Manager, Denmark  
& Greenland,  
DONG Energy



Christian Rugland,  
Manager Sodexo  
Remote Sites  
Norway



Peter Freiesleben,  
CEO, Arctic Group



Gregory J. Ott,  
Director of Hydro  
Development  
GPPG, Alcoa

28 <sup>th</sup> March	Track 1	Track 2	Track 3
8:30 - 9:00	Key learnings from Day 1. Introduction to workshops		
9:00 - 10:15	<p>Workshop: Optimising Arctic logistics Mr. Niels Clemensen, Development Manager, Royal Arctic Line</p>	<p>Workshop: Natural resources in Greenland Mr. Poul Hededal, Manager, knowledge and innovation, Ramboll</p>	<p>Workshop: Development and certification of service providers Mr. Thorkil Neergaard Regional manager, Niras (DNV also participates)</p>
10:15 - 10:45	Break		
10:45 - 12:00	<p>Workshop: Development and certification of service providers Mr. Thorkil Neergaard Regional manager, Niras (DNV also participates)</p>	<p>Workshop: Optimising Arctic logistics Mr. Niels Clemensen, Development Manager, Royal Arctic Line</p>	<p>Workshop: Natural resources in Greenland Mr. Poul Hededal, Manager, knowledge and innovation, Ramboll</p>
12:00 - 13:00	Transportation to and lunch at Port of Aalborg		
13:00 - 16:00	<p>Site visits:</p>	<p>Port of Aalborg, Greenland Base Port Host: CEO Claus Holstein</p> <p>Royal Arctic Logistics Host: CEO Jesper Balthazar-Christensen</p> <p>Blue Water Shipping Greenland Host: North Atlantic Manager Ole B. Ulriksen</p> <p>Arctic Group Host: CEO Peter Freiesleben</p>	
16:30 - 17:00	Adjourn	Saxo Room, Aalborg City Hall	



Professor  
Hans-Henrik  
Hvolby, Celog,  
Aalborg University



Claus Holstein,  
CEO  
Port of Aalborg



Niels Clemensen,  
Development  
Manager,  
Royal Arctic Line



Poul Hededal,  
Manager,  
knowledge and  
innovation,  
Ramboll



Thorkil Neergaard,  
Regional Manager,  
Niras

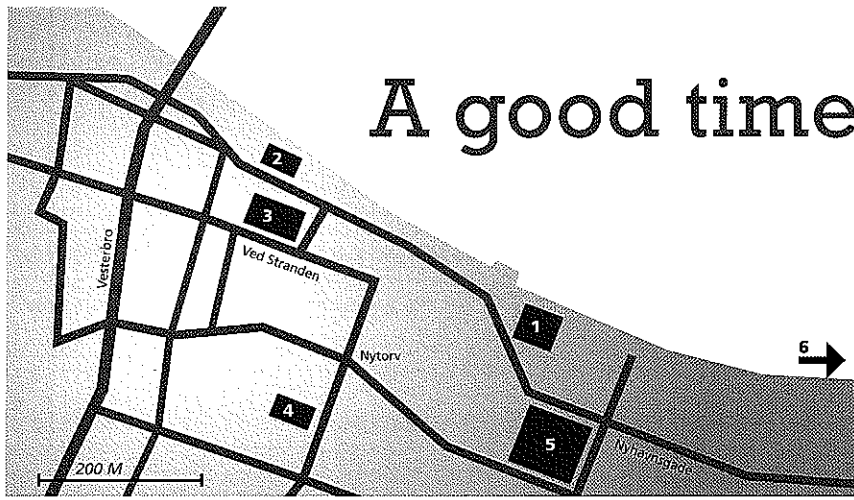


Jesper Balthazar-  
Christensen,  
CEO,  
Royal Arctic Logistics



Ole B. Ulriksen,  
North Atlantic  
Manager, Blue  
Water Shipping  
Greenland

# A good time in Aalborg is included



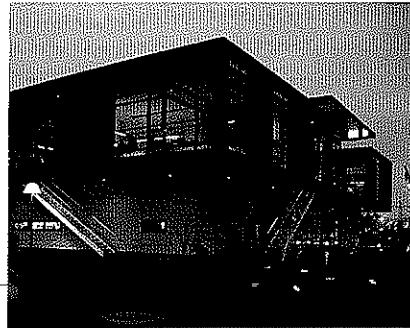
The activities at the conference take place around the harbour front in Aalborg. This means the conference facilities, accommodation, venue for the gala dinner, shopping and even Aalborg's renowned nightlife is within short walking distance.

## # 1 UTZON CENTRE:



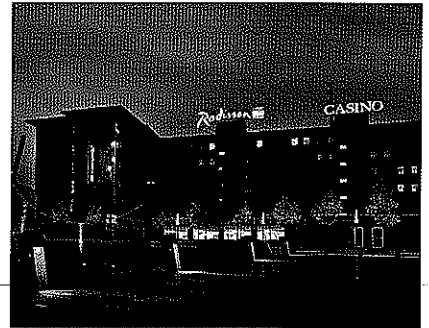
This extraordinary building is the last design from Jorn Utzon, world famous from the iconic Sydney Opera House. The now late architect has here created another building with extraordinary qualities, which the participants will appreciate in full as different parts of the building are used for the plenum session, lunch and workshops.

## # 2 THE HARBOUR HOUSE:



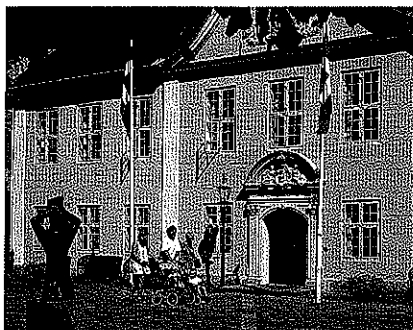
This new almost transparent building is now one of the prides of the harbour front. The gala dinner will be served in the Restaurant Fusion where you will be seated just a few metres from the salty waters of the Limfjord.

## # 3 RADISSON LIMFJORD HOTEL:



Conference participants can stay at this delightful hotel, located just opposite The Harbour House. Opposite the hotel you is the hub of Aalborg's nightlife, Jomfru Ane Gade. An attractive rate is offered for conference participants.

## # 4 AALBORG CITY HALL:



This baroque building has been the seat of the Municipality of Aalborg since 1762. The adjourn reception will take place in the historic seat of the city council in the Saxo Room, ornately decorated by local artist Esben Hanefeldt with motifs from the Viking Age.

## # 5 FRIIS SHOPPING CENTRE:



Conference guests arriving by car can park in the large underground parking facilities of Friis, neighbouring the Utzon Centre. The address of the facility is: Nytorv 27, 9000 Aalborg.

## # 6 PORT OF AALBORG:



The site visits at Greenland Base Port, Royal Arctic Logistics, Blue Water Shipping Greenland and Arctic Group will take place at the Eastport of the Port of Aalborg, located just under 10 kilometers from the main venue at Utzon Centre.

# Registration

The Arctic Business Network invites you to join the Business Greenland Conference, March 27-28 2012, to be held in Aalborg, Denmark. Please register by one of the following two methods. Payment is by credit card or invoice. Deadline for registration is March 13, 2012.

## Registration fee

Members: DKK 1.500,- excluding local VAT

Non-members: DKK 3.000,- excluding local VAT

Registration fee includes the two-day conference and workshop, reception, Gala dinner, lunches & coffee breaks during the days of the programme. The registration fee does not include travel costs and hotel.

Please note that foreign delegates (incl. delegates from Greenland) will not be charged local VAT.

## Registration online

To register online, please fill out all information on this link <http://aalborg-convention.dk/registration/lbgc>

Payment is by credit card or invoice.

## Registration by fax

To register by fax, please fill out all information in the form below and fax it to +45 9931 7519 or feel free to scan the form and send it to Tanja Christiansen at [tgc@aalborg.dk](mailto:tgc@aalborg.dk)

Mr/Mrs/Ms \_\_\_\_\_

First name \_\_\_\_\_

Surname \_\_\_\_\_

Title \_\_\_\_\_

Organisation/Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

Country \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Special requirements (e.g. non-smoking room, dietary requests) \_\_\_\_\_

- I would like to participate in the Gala Dinner at Restaurant Fusion on March 27 (included in the registration fee)

## Workshop

I would like to participate in the following two workshops on March 28 (please tick two boxes):

- Optimising arctic logistics  
 Natural resources in Greenland  
 Development and certification of service providers

## Hotel accommodation

Radisson BLU Limfjord Hotel offers single rooms at a rate of DKK 915,- If you wish to make a hotel reservation please fill in this section:

Single room:  Check-in date: \_\_\_\_\_

Double room:  Check-out date: \_\_\_\_\_

## Questions:

Please feel free to contact Tanja Christiansen, [tgc@aalborg.dk](mailto:tgc@aalborg.dk) or call +45 9931 7526, if you have any questions about the registration or hotel bookings. If you have any questions about the Business Greenland Conference and/or the Arctic Business Network, please contact Karl Otto Nicolajsen, [nic@aalborg.dk](mailto:nic@aalborg.dk) or call +45 9931 1567

## Cancellation policies

If you wish to cancel your registration, please send in writing your cancellation to Tanja Christiansen, [tgc@aalborg.dk](mailto:tgc@aalborg.dk) before March 13, 2012 and the fee will be fully refunded after the conference. After March 13, 2012, you will be charged a full registration fee. You may cancel your hotel booking 2 days prior your check in date.



Henning G. Jensen  
Mayor, City of Aalborg



CITY OF AALBORG

# Aalborg - a logic venue for Arctic Business

Denmark's ties to Greenland are most evident in Northern Denmark, where the shipping company Royal Arctic Line has had its base port since 1973. "The Greenland Port", which is the popular name for Port of Aalborg's Eastern section, is the centre for trade and transportation to Greenland. The cooperation with Greenland has provided significant development for both Greenlandic and Danish society.

More than 60% of all goods destined for Greenland is produced and/or delivered by North Danish companies through our port, further strengthened by regular line traffic to e.g. Rotterdam. Aalborg is also in other ways a natural centre for cooperation, education and development activities with Greenland and the Government of Greenland. The pace of development is escalating, fuelled for example by climate changes, which wreak havoc in some parts of the world, but here may be an enabler for new perspectives, new tasks, and new settings. However, our relationship is still governed by the need for knowledge and experience with working in the demanding environment of the Arctic.

## BUSINESS GREENLAND CONFERENCE 2012

The City of Aalborg  
March the 27<sup>th</sup>-28<sup>th</sup>

On a human scale, but also through multiple physical strands, we feel close to Greenland in Aalborg. Therefore the business conference takes place here. Please, allow me to express my deep-felt welcome to our city, to our region, and not least to the conference, which boasts strong content focused on the challenges ahead, as well as on the solutions companies in today's competitive world need to provide.

See you in Aalborg for the Business Greenland Conference.

Henning G. Jensen,  
Mayor, City of Aalborg

## ARCTIC BUSINESS NETWORK The first choice in Arctic business



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[www.arcticbusinessnetwork.com/BGC2012](http://www.arcticbusinessnetwork.com/BGC2012)

*Arctic Business Network is a transatlantic network with focus on developing cooperation between companies, organizations and authorities in Greenland, the Arctics and Denmark. The network is a leading player in the Arctic Regions, which requires experience, credibility and safe procedures.*

*The network area of interest covers a wide field geographically as well as how to cooperate in relation to the challenging nature and the complexity of the jobs. We engage in both extensive and demanding activities as smaller, short-term projects - and work on a worldwide scale.*

